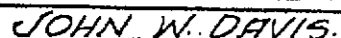


11 Great Forest Fires Sweeping Pacific Coast



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derwood, one of Mr. Davis' principal opponents for nomination, in a statement issued today.

... were Frank H. Jackman, president of the Rock County Savings and Trust company, and Robert Corney, cashier of the Bower City bank. O. Mount appeared for the Mer-

(Continued on Page 4)

PUBLISHER IS DEAD
New York — James Sherwood, our prominent publisher, died at Tonawanda, aged 64 years.

and senator to give standing to a hour
of employment of which Mr. was p
himself has expressed himself It was
loud." nation

signed by N. S. Dean, chief bank examiner.

Generally fair tonight and Wednesday, except local thunder showers in portions this afternoon or tomorrow cooler in extreme Southeast on Wednesday.

on Wednesday, 11 June 1997

MERCURY DROPS TO 60 IN COOL WAVE

Freakish August Weather Is Experienced — Mead Predicts Warm Autumn.

Visions of the coal man, contentment for the ice man, and security around to bring gas and electric heaters from their hiding places, attended Mr. and Mrs. Housewife, at Madison, Monday night. Tuesday morning, just one week after the thermometer was hitting 94 degrees in the shade, Tuesday it was condescending at 60, the coldest in many weeks of queer weather.

The temperature went up to 75 by noon Tuesday, with skies overcast. A rain, which began at 12:30 p. m., may settle the weather and bring the mercury back to normal.

Rock river is dropping slowly, going down a tenth of a foot Monday to stand at 25 inches above normal. This is 50 inches higher than normal.

Dry Spell Coming
L. C. Mead, the Janesville weather prophet, says there is a temporary dry spell coming, but plenty of rain will fall about the middle of September. The moon has been keeping a straight line, there is no disturbance, entering on the equator each week and each full moon, which has had an effect on weather conditions.

"The weather of the full moon on Thursday," he declares, "and an eclipse of the sun by the new moon, Aug. 30. So it will be close to the middle of the disturbance. With dry weather indicated, the latter half of September, we will have a favorable equinox and a dry, warm pleasant autumn."

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OBITUARY

Frank Steinhour, Port Atkinson
Port Atkinson — Frank Steinhour, 55, died at his home at 6 p. m. Monday, Aug. 11, after a long illness. Mr. Steinhour was born in Whitewater, April 17, 1857. He was married to Miss Elizabeth Steinhour, February 17, 1885. In 1897 they came to Port Atkinson where they have since resided.

He is survived by his wife, one son, Carl Steinhour, Port Atkinson and seven daughters: Mrs. J. J. Steinhour, Janesville; Mrs. Edward Steinhour, Port Atkinson; Mrs. John Denzer, Prairie du Sac; Mrs. Clyde Perro, Whitewater; Mrs. Maurice Wandschneider, Mrs. L. A. Durkee, Port Atkinson.

The funeral will be held at the First Lutheran church, at 2:30 p. m. Tuesday, Aug. 13. Burial will be in Evergreen cemetery.

Mrs. Mary Monahan, Beloit
Beloit — Mrs. Mary Monahan, widow of James Monahan, who died Saturday in Beloit, was held at 9 a. m. Tuesday at St. Jude's Catholic church, Beloit, with the Rev. John J. O'Connell officiating. Burial was in Mt. Olivet cemetery.

Mrs. Monahan, who was born in Janesville, died after a short illness. For the past 20 years she lived in Beloit, where she was the mother of children, Joseph and Alice Monahan, both of Beloit; one sister, Mrs. Edward Cribbe, this city.

STATE JUVENILE CONFERENCE, PLAN

Problems of Delinquency to Be Discussed at Session in November.

[BY ASSOCIATED PRESS]
Madison — A state juvenile conference, to discuss problems of delinquency in Wisconsin and methods for remedying juvenile delinquency, will be held here in November at the call of the state board of control, state officials said today.

The conference will include representatives of all welfare associations and agencies dealing with juvenile problems. It will be similar in nature to the conference on blind problems held here last week.

Miss Elizabeth Yerxa, newly appointed juvenile director of the state board of control, will be one of the leaders of the conference. Miss Yerxa attended the international juvenile conference at Toronto, Canada, recently, and will bring to the state conference definite plans for bettering juvenile conditions.

Remedial methods for present juvenile and delinquent problems, preventive methods and legislative changes will be discussed at the state gathering.

International Rotary Delegate Tells of Meeting
Feelings inspired by attendance at a Rotary convention at which were present more than 2,000 representatives of clubs throughout America, and nearly every nation in the world, were expressed by Frank Grant, international Rotary club member at the Grand hotel Tuesday. Mr. Grant was the local club's delegate to the convention at Toronto, Canada.

Mr. Grant, in an interesting talk, told what was accomplished, described the wonderful program of entertainment and the newness of the convention from the standpoint of delegates.

"In the first place you find that you are proud to be a Rotarian, and also that there is a high standard of service among them," he said. "The first work of Rotary club should be to make Rotarians of its members. It was felt that the Rotarians should take no action on civic affairs as individuals, but as individuals, then if there are any backward ones, they will get the benefit of learning the value of service. One finds that the Rotary club is making advances for good will and better feeling among the nations and that it may become a great force for good in the world."

Mr. Grant declared that the Canadians are proud of their friendly relations with the United States and hope that it will continue. He described the wonderful program portraying the history and development of the world, and said that one part that showed Canada's feeling toward the United States was a picture, "three thousand miles of border, without an armed guard."

Prolonged applause greeted the conclusion of Mr. Grant's talk. The Rotary club has expended \$1,218.48 in making a grand tour of the state this year. Fred L. Clemens reported to the club, Tuesday. Mr. Clemens said that a balance of \$435.89 remains in the treasury, with several unpaid bills, but he expects are that a balance of \$255 will be left.

Scotch music on a bagpipe was furnished by Major James McKenzie, major in the 1st Seaforth Highlanders during the World war. Major McKenzie is a resident of Janesville, and was obtained by Joseph H. Scholler for the club program.

TAG DAY NETS FUND OF \$265
Janesville people opened their hearts and purses Saturday to help out for the destitute women with children in care of the Volunteers of America by contributing \$265. Every one connected with the affair was well pleased, and who in any way helped make the day successful.

A statement issued by the organization's representative says: "To the city officials, the newspapers, the merchants who furnished the incentives for the children's efforts as well as to Mrs. Evelyn Walter's capable leadership full credit should be given; neither must the public's generosity in patronizing the youthful workers be omitted."

Grade girls and boys competed all day for the eight prizes and movie tickets and at the close of the contest it was found that Marceline Lyke won out with the first prize, having collected \$13.65. The second was won by Rowena Brennan, who had \$10.97. Margaret Higgins had \$10.73 and received the third. "The World's Best" was won by Betty Porter, Evelyn Lorenzen and Bernice Beck. All the other children were given movie passes.

BRAZILIAN BANKS RESUME
Washington — Banks at Sao Paulo, Brazil, have resumed operations but conditions remain unsettled, reports to the state department said.

BUREAU OFFICIALS FAVOR "GAS" TAX

Repeal of Home Exemption Law Also Sought by Farm Bureau Secretaries.

Passage of the gasoline tax, a larger state appropriation for the eradication of bovine tuberculosis and repeal of the homestead exemption law is the legislative program advocated by the representatives of the Southern Wisconsin county Farm Bureaus holding a conference in the court house here Monday.

Those attending the meeting were: A. M. Wright, Madison, state secretary; M. J. Carter, Farmington; Frank Gultenborg, Jefferson county; O. S. Munson, Burlington; A. L. Simpson, Chicago, of the American Farm Bureau federation; John Swartz, Kenosha; George G. Linser, Wisconsin Rapids; O. H. Cooley, Waukesha; Raymond Metcalf and W. H. Johns, Dodgeville; and H. C. Henningsen, Janesville.

Most of the meeting was on a discussion of the Bureau legislative program to be followed during the next session. Several generally, it was reported, favored the enactment of the gasoline tax.

Reports of various county Bureau activities were made from the demonstration in Jefferson county, the show herds of Rock, shipping associations in all counties and a protective association in co-operation with Izard Walton League in Waukesha. It was also reported that the appointment of township deputies and strict action taken against game law violation and malicious trespassing.

The next conference of the Bureau secretaries will be in Dodgeville.

COLORED MAN ESCAPES FROM MADISON JAIL
Josh Adkins, negro, held in Madison in connection with a series of robberies in that city, escaped from jail early Tuesday morning. Sheriff Julius Krug of Dane county announced.

A warrant charging Adkins with the theft last winter of an overcoat from Arthur Buckner, colored, held at the Grand hotel here, is held in connection with the escape. He is believed implicated in other petty thefts here. He was arrested in Waikanae, Ill., on June 26 following an extended search by Madison police.

Local police were also informed Tuesday of the escape of Ross Walton, 20, from the Jefferson jail.

SEEK SALESMAN FOR SWINDLING LOCAL WOMAN
Frank Schreiber, 28, Madison piano salesman, is being sought in that city by a Chicago woman, Mrs. Carrie Adams, Janesville widow. The man is said to have swindled the local woman of a sum of money and to have placed a plan in her home.

Schreiber was convicted of swindling a Madison widow last February and paroled from the state prison in June following a three-year term.

He is also wanted for swindling a Madison business firm.

Resume Work on Highway 20 Job
Pouring of cement on highway 20 west of Footville was resumed Monday, after a several day delay due to the heavy rains that deluged the roads and made operations impossible.

A force of 50 men is being worked to push construction as fast as possible, beginning at 6 o'clock each morning and working late in the evening.

A surplus of seven cars of cement is on the track and Mr. Moore is anxious to have work catch up with the shipments. Four carloads is the capacity of the stockroom and this also is filled.

Part of Milton Avenue Opened
A long stretch of the new reinforced concrete paving on Milton avenue, from Milwaukee avenue to Prospect avenue, was opened to traffic Monday night and workmen were busy Tuesday clearing the dirt off the block from Prospect to Glen street. The remaining section of the east end of Fourth avenue, which has been closed for several weeks, has also been opened to travel. The Birdsall paving forces are starting work now at 8 a. m. and running to 6 p. m. when weather permits. Milton avenue is now being paved on the west side in the vicinity of Hyatt and Walker streets.

Five Will Take Athletic Course
Five Janesville boys will leave Wednesday for Phantom Lake where they will attend the 10 day athletic training period conducted under the auspices of the Y. M. C. A.

The camp will be attended by more than 150 youths from all sections of the state. Tom Jones, director of athletics, and Jack Ryan, football coach at the University of Wisconsin, will be instructors. Bill Chandler, former Wisconsin basketball player, will also be present.

The Janesville boys that will attend the camp are: William H. Hahn, Byron Hubbard, Willard Lyke, Alfred Meyer and R. J. Walsh.

Following a period at the camp boys will return to Janesville. Hahn, Hubbard and Lyke, return to Janesville Tuesday. Carey for their return were furnished by J. R. Jensen and W. J. Hall.

Applications for the annual H-Y period at the lake are now being received at the Y. The camp will start Aug. 23.

CONCERNED WITHIN HIMSELF
Many a man sits around all day wondering why he doesn't get his pay raised when that is the reason, the Columbia Record.

HAVE THE GAZETTE FOLLOW YOU ON YOUR VACATION.
Complete the enjoyment of your vacation with daily news from home. Phone 2500, say the word and the Gazette will find you no matter where you are.

—Advertisement—

City News Briefs

Labels Case Held Open—The case of Harry LaLoe, one of the proprietors of the Central cafe, charged with disorderly conduct, has been held open by Judge H. L. Maxfield in municipal court. He is represented by Richardson and Dunwiddie.

Waste Receipts Bought—The department of public works has purchased a half dozen waste paper receipts for placing in court house and it is expected that the Engineer Joseph Lustig announced Tuesday.

Back In Service—Peter Wisowski has returned to duty on the fire department after being employed at the Fisher body company the past year. He was appointed by Chief C. J. Murphy to succeed Philip James Casey, who ended second year's service with the department Tuesday. Wisowski is a veteran of three and a half years' service under Chief Murphy.

\$500 FUND VOTED FOR WOMAN AGENT
The Rock County Farm Bureau committee meeting in the court house Monday night voted an appropriation of \$500 for a Rock county home demonstration agent.

The money will be turned over to the proper authorities when sufficient funds are realized to pay for a county woman worker.

No sum was attached to the appropriation, the Bureau voting the money to encourage rural welfare work.

Farm Bureau Takes Lead Toward Obtaining New County Worker.
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2-Cent Cut in Gasoline
A two cent reduction on the filling station and tank wagon price of low and high test gasoline was announced Tuesday afternoon by the Standard and Champion Oil companies, in Janesville. The new prices, 15 for low of both companies and 19 for high test of the Standard and 20 for Champion high test gas, went into effect Tuesday afternoon. The tank wagon prices are two cents under these figures. No other companies in Janesville announced a cut today.

HIRST TO SPEAK IN BROADHEAD THURSDAY
A. R. Hirst, county state highway commissioner, has arranged to speak at Broadhead at 3 p. m. Thursday, in addition to his engagements at Evansville, Ind., and Beloit on the same day. Mr. Hirst will speak at a meeting at Beloit Thursday at 8 p. m. The other places will be visited during the afternoon.

FLYERS ATTEMPT NON-STOP FLIGHT
San Diego, Cal., and Detroit, Mich., H. Doolittle and Edward Fland, flying in a specially equipped Doolittle plane on what they planned to be a record-making flight to Denver, took off at Rockwell field here today.

FIREMEN'S FUND NEARS \$200 MARK
Only one contribution was received Tuesday for the fire department's radio fund, that from the Star Billiard Hall, a check for \$5. This brings the total date up to \$191. Chief C. J. Murphy announced.

Peaches for Canning
The best you can buy. Home Grown Sweet Corn. 3 lbs. Blue Bell Coffee at \$1.30. Carnation Milk, tall cans 9c. Walter Baker's Chocolate, 1 lb. 30c. Hershey's Cocoa, 1/2 lb. 15c. 10 bars P. & G. Soap, 39c. Blatz and Buckeye Malt Syrup. 4 lbs. Navy Beans 25c. Fresh Country Eggs.

STAR CASH GROCERY
ED. F. GALLAGHER
Phone 3270. 27 S. Main

PLAN DOLL PARADE AT PLAYGROUNDS
Traffic will be congested on all streets leading to municipal playgrounds Wednesday, when the annual doll and vehicle parade will be staged in conjunction with the annual day of the season. Doll buggies, kid cars, roller skis, and any type of vehicle that runs on four wheels is expected to be decorated and drawn in the parades at the various school playgrounds.

Mothers will pick the winners of the parade at each of the playgrounds. Director Wheeler announced. Mr. Wheeler will select the first and second prize in the city after the parade. Fifty points will be given the school winning first, and 25 to the second place winner.

One of the finest features of the year will be the appearance of the Janesville school bands. Through the courtesy of Capt. E. C. Jack, more than 100 members have been made up at each place are expected to play at each playground.

A kite tournament will be held at the fair grounds at 10 a. m. Monday. Plans have been given out and each child is expected to make his or her own kite. If it flies at the tournament, it will be given five points, and three if it doesn't. The school championship will be determined on a point basis, as outlined.

Pastor's Son Is Ordained Sunday
Edgerton — Carl J. Spillman, son of Rev. J. Charles Spillman, pastor of St. John's Lutheran church, was ordained by a special service Sunday. He received his degree at Northwestern college, Watertown, and finished his theological course with post graduate work at Concordia Seminary, St. Louis.

He was ordained by his father, assisted by his uncle, the Rev. Paul J. Hirst, Rind Hill, N. Y., and Rev. H. Schumacher, Ellettsville, Ind. The women of the congregation had arranged floral decorations. The choir sang special anthems.

The young man's mission field is Ravenna, Neb. He will leave in September.

WADDELL'S REY MINERAL SOAP
Cleans White Enamel Wood-work
10 and 25c sizes at grocers

Famous Jiggs Dinner
Hot Corned Beef
11 A. M. TOMORROW.
Not Delivered.
Famous Home Made Sausages.
Summer Sausage.
Met. Sausage.
Weiners and Bologna.

Van's Cash Market
12 No. Main St.
Phone 1190.

Canning Peaches
Fancy Elbertas of fine quality.
Table Peaches, bakt. 17c.
Blue Plums, doz. 15c.
White Grapes, lb. 25c.
Eating Apples, 2 lbs. for 25c.
Cooking Apples, 3 lbs. for 25c.
Fancy Eating Pears, doz. 50c.

2 GREEN CUCUMBERS 15c.
H. G. Beets and Carrots, bunch 10c.
Extra fancy Tomatoes, lb. 20c.
Hard Cabbage, lb. 10c.
3 doz. Paper Plates 10c.
Napkins free.
Guaranteed Watermelons.
No charge for delivery.

Dedrick Bros.
115 W. Milwaukee.
Phone 2716-17-18

Notice the drop in price on fancy young Beef.
Hamburger 15c.
Round Steak 20c.
Sirloin Steak 25c.
A Good Pot Roast at 12c.
Best Pot Roast 15c.
Short Ribs 10c.
Plate Beef 10c.
Home Made Lard at 15c.
Best Side Bacon 20c.
Picnic Hams 14c.
1/2 or whole Smoked Hams 20c.
Frankforts, large, at 15c.
Minced Ham 15c.

A. G. METZINGER
Phones: 435, 436.

BIG DANCE
—AT—
RIVERSIDE PARK
PAVILION
Wednesday Night, Aug. 13
8:00 P. M.

Oscar Hoel's ORCHESTRA
ADMISSION, PER DANCE, 5c PER COUPLE
Everyone Is Cordially Invited.

This dance is given under the direction and auspices of the Janesville Municipal Golf Club. Any profits obtained from this dance will be used for construction and improvement of the Municipal Golf Course.

RELATIVES OF TWO CHICAGO SLAYERS ON WITNESS STAND
(Continued from page 1.)
take a trip; that Nathan paid no board, bought no clothes from his board, bought no food for his family or school, books. The oldest brother, an ashamed picture of consideration for his "kid brother," looked first at Nathan Jr., and the newspaper men as he answered.

Jacob and Allan Loeb retained their composure on the witness stand, although they testified in low, almost inaudible voices.

Jacob Loeb's hands were unsteady as he unfolded the Liberty bonds and his face was somewhat flushed.

Bought Automobile
Foreman, copol explained that Nathan had bought an automobile, but did not have to pay for it, its upkeep, nor for gasoline.

Nathan paid a \$2,000 trip to Europe and Nathan Sr. had provided the money. Nathan was to have left June 10 and to have returned in October, his brother said. Tickets for the trip were returned after Nathan was arrested for the Franks murder, said Foreman. The older brother told of Nathan's activity as a collector of birds and other subjects. He said he was acquainted with his brother's handwriting.

There was no cross examination, and Foreman's direct testimony of the defense attorneys, the state laid the foundation for its rebuttal testimony.

The forenoon was taken up by cross examination of Dr. H. S. Hubert, last of the defense attorneys, the state laid the foundation for its rebuttal testimony.

PLAN DOLL PARADE AT PLAYGROUNDS

Juvenile Vehicles of All Sorts Will Be Entered in Pageant.

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GRAIN

PROVISIONS

1. The first step in the process is to identify the problem or issue that needs to be addressed. This involves gathering information and understanding the context of the problem.

1

[illegible]

1. The first part of the document is a header section containing the following information:

- 1.1. The name of the company: "The First National Bank of the United States"
- 1.2. The address: "1000 Main Street, New York, New York 10001"
- 1.3. The date: "January 1, 1980"
- 1.4. The subject: "Letter of Credit No. 1234567890"

2. The second part of the document is a body section containing the following information:

- 2.1. A statement of the letter of credit: "This letter of credit is issued in favor of the beneficiary named herein, and is subject to the terms and conditions set forth herein."
- 2.2. A statement of the amount: "The amount of this letter of credit is \$1,000,000.00 (One Million Dollars and No/100ths)." and "The amount of this letter of credit is \$1,000,000.00 (One Million Dollars and No/100ths)." and "The amount of this letter of credit is \$1,000,000.00 (One Million Dollars and No/100ths)."
- 2.3. A statement of the validity: "This letter of credit is valid for a period of 180 days from the date of issuance, and is subject to the terms and conditions set forth herein."
- 2.4. A statement of the beneficiary: "The beneficiary of this letter of credit is the named herein, and is subject to the terms and conditions set forth herein."
- 2.5. A statement of the issuer: "This letter of credit is issued by the First National Bank of the United States, and is subject to the terms and conditions set forth herein."

3. The third part of the document is a footer section containing the following information:

- 3.1. The name of the company: "The First National Bank of the United States"
- 3.2. The address: "1000 Main Street, New York, New York 10001"
- 3.3. The date: "January 1, 1980"
- 3.4. The subject: "Letter of Credit No. 1234567890"

Big 3 Day Sale

Now Going on in All Departments
Crowded to the Doors Yesterday.
Come Today for Genuine Bargains

THE STORE OF GREATER VALUES
Buy it at the
T. P. BURNS COMPANY
300 JEWELL ST.
IN THE HEART OF KANSASVILLE

Take Advantage of
This Great Sale.

J.M. BOSTWICK & SONS.

Something Special
Every Day.

CLEAN SWEEP SALE

The Big Sale Continues With a Rush

Wherever stocks have been found to be large, prices have been made smallest—all summer merchandise must be moved from our counters. Look for the yellow price cards in every department, each is an index to the great values offered in these departments.

Clean Sweep Sale of Women's and Misses' Suits

Here is an opportunity to secure a stylish suit at a substantial savings. Straight and slim and delightfully youthful, they are equally becoming to the young miss and the mature woman. Beautifully tailored and made of grey mixture, Poiret Twill, silk lined, in navy and tan.

Our Entire Stock Placed in Two Groups

GROUP NO. 1—REGULAR VALUE TO \$37.50, NOW

\$17.50

GROUP NO. 2—REGULAR VALUE TO \$37.50, NOW

\$23.75

Khaki Knickers and Middies

While the hiking season is ahead of us we will give our patrons an opportunity of saving money on this ever growing popular garment.

Women's Khaki Knickers, two and three-button knee cuff, form fitting, pockets, regular values from \$2.75 to \$3.50; **Clean Sweep Sale Price \$2.25 AND \$2.95**

Women's Khaki Middies and Shirts, with two-button cuff sleeves, pockets, in three groups:

| | |
|---------------------------------------|---------------|
| Regular \$1.69 values reduced to..... | \$1.39 |
| Regular \$2.25 values reduced to..... | \$1.89 |
| Regular \$2.75 values reduced to..... | \$2.19 |

Khaki and Crash Hiking Hats, regular \$1.25 value, at only..... **98c**

Women's Khaki Coveralls \$2.95

Khaki Coveralls, full length with elastic at bottom, belt, three pockets and drop seat, most suitable for around the car, gardening, camping, etc.; regular \$3.50 value.

Children's Khaki Middies with pockets, cuff sleeves, hem bottom; sizes 6 to 14; regular value, \$2.00 and \$2.25; **Reduced for this sale at only \$1.59 AND \$1.75**

Children's Khaki Knickers, extra heavy, 3-button knee cuff, two pockets, belt loops, sizes 6 to 16; regular values, \$2.25 and \$2.50; reduced for this sale at only **\$1.95 AND \$2.19**

Bathing Suits

Unusual Values—Women's and Children's—Bathing Suits.

Just at the height of the vacation season comes this special selling with its very low prices—so choosing and outfit now, one has weeks of service with moderate expenditure.

Women's Suits in 3 Groups

| | |
|------------------------------------|---------------|
| REGULAR VALUES TO \$5.50, NOW..... | \$3.95 |
| REGULAR VALUES TO \$7.00, NOW..... | \$4.95 |
| REGULAR VALUES TO \$9.00, NOW..... | \$5.95 |

Excellent in quality and attractive in style; knitted suits of fine soft wool, round necks, proper size arm holes and skirt; colors of red, orange, green, navy, black, in plain and fancy combinations; all sizes from 36 to 52.

Bathing Caps

| | |
|---|------------|
| REGULAR 50c QUALITY NOW..... | 39c |
| REGULAR 60c AND 75c QUALITY NOW..... | 49c |
| REGULAR 85c AND \$1.00 QUALITY NOW..... | 69c |

Children's Bathing Suits

Also greatly reduced. These are well-fitting little knitted suits with bright colored borders on waist and skirt.

39c \$1.10

Suits of soft cotton in blue with colored trimming, regular 50c value.

Values to \$1.50. Cotton and part wool suits in plain blue with white trimming.

At \$2.95 Values to \$4.50

All Wool Bathing Suits in pretty shades of rose, brown, grey, blue, in combination colors and stripes; sizes 26 to 34, in all groups.

Bathing Slippers

| | |
|---------------------------------|------------|
| REGULAR 50c QUALITY NOW..... | 39c |
| REGULAR 65c QUALITY NOW..... | 49c |
| REGULAR \$1.00 QUALITY NOW..... | 79c |

-Then Up Jumped the Go-getter

All was serene as Main Street slept. Dizzily-hot, the sun shone down upon a sluggish thoroughfare. Not a breeze stirred the lowered awnings. It was HOT!

—Then up jumped Go-getter!

Standing head and shoulders above his "sit-tighter" competitors he made a new bid for business.

Sez he—"This is the weather that we were wishing for last winter. Now that it is here—I am going to make use of it."

—And he called his clerks together and gave them a "pep" talk that put them on their mettle. He bade them forget the heat and talk the "coolness" of his merchandise to his customers. He showed them how to sell Mrs. Brown a light summer dress on the merits of its comfort instead of its color and pattern.

—And he had all the electric fans oiled and in running order so that his customers would be comfortable and his clerks smilingly attentive.

—And he made certain that there was cool, sparkling water to drink at easily accessible places for the self-same reason.

—And he wrote his newspaper advertisements with coolness as the theme. He made careful survey of hot weather merchandise and listed each item with descriptions and prices in each ad. He talked coolness persistently and every day.

In other words he believed that "When in Rome, do as the Romans do."

Or inversely—when it's hot, act cool.

Did he cash in on hot weather?

Boy, that's the only thing he let get hot—the handle on the cash register.

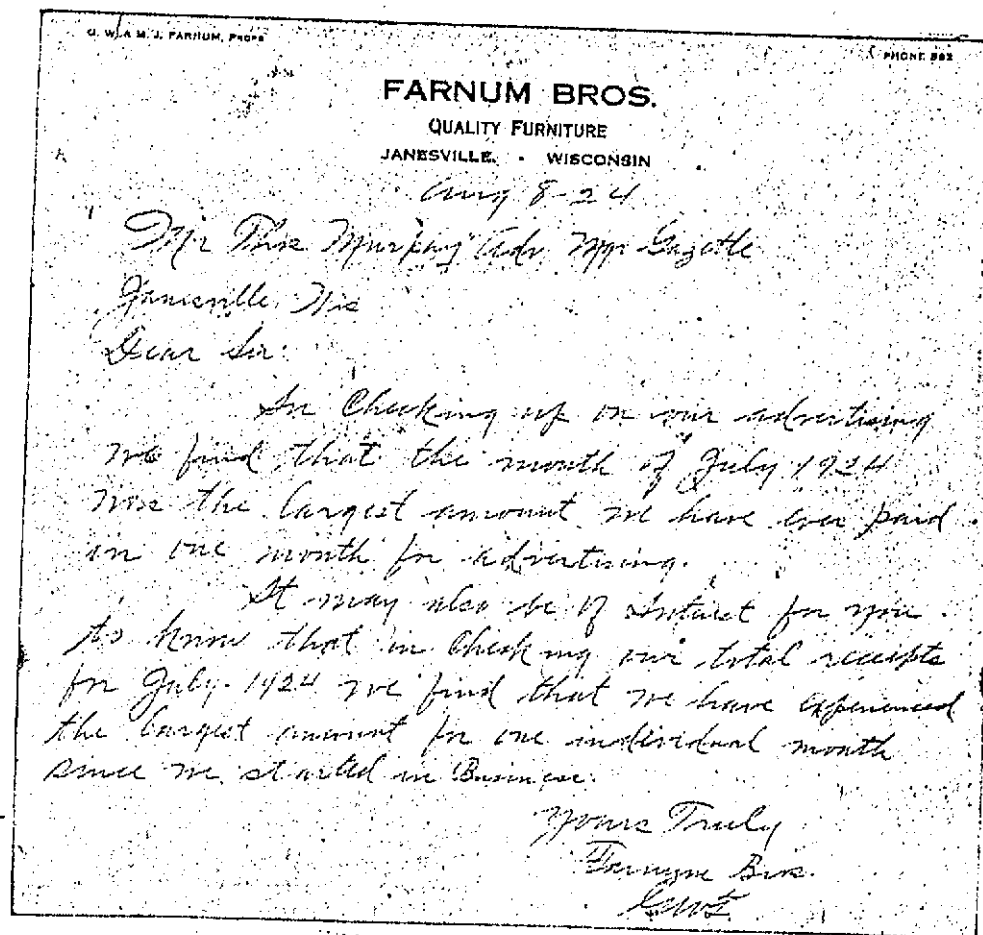
The Go-getter has proved that there is business during dog-days, cold weather, rainy weather, Presidential campaigns, or any other time—if you go after it. His Dollar Day campaign is already planned and he is sure of the biggest day's selling of the year. He KNOWS that he is going to do a profitable Fall business because his buying, his store and window displays, even every advertisement has been carefully thought out and planned.

There IS business for the go-getter.

If YOU want to join the Go-getter class—the Gazette is willing to help. Its service department will help you plan, write and illustrate complete advertising programs that sell more goods.



Here's A Go-getter That Didn't Sit Still. Read What Farnum's Say About Their July Business



The Janesville Gazette

"An Unusual Newspaper"

PHONE 2500